SEAPORT ENHANCED

Large Business Perspective

Anteon Corporation

January 20, 2005

Anteon Corporation

- **$1.5 Billion Base with 50% supporting Navy customers**
- **Leading full service provider of management and technology services**
- **Founded in 1976**
- **Three Business Units**
  - **Systems Engineering Group (SEG)**
  - **Technology Solutions Group (TSG)**
  - **Information Solutions Group (ISG)**

SEG SEAPORT Team

- Mike O'Driscoll, Senior VP SEG Surface Warfare
- Jim Sullivan, Senior VP Business Operations
- Dennis Medlock, Contracts Director
- Sara Ansari, Program Coordinator
- Aaron McMahon, Pricing

Team Members

- **131 Team Members**
  - 99 Small Businesses
  - 31 Large Businesses
  - 1 Non Profit

- **How do we handle Companies not on the Team?**

  Additional Team Member Request Form

  www.seaport.navy.mil/main/sell/team_member_request.html

SEAPORT History

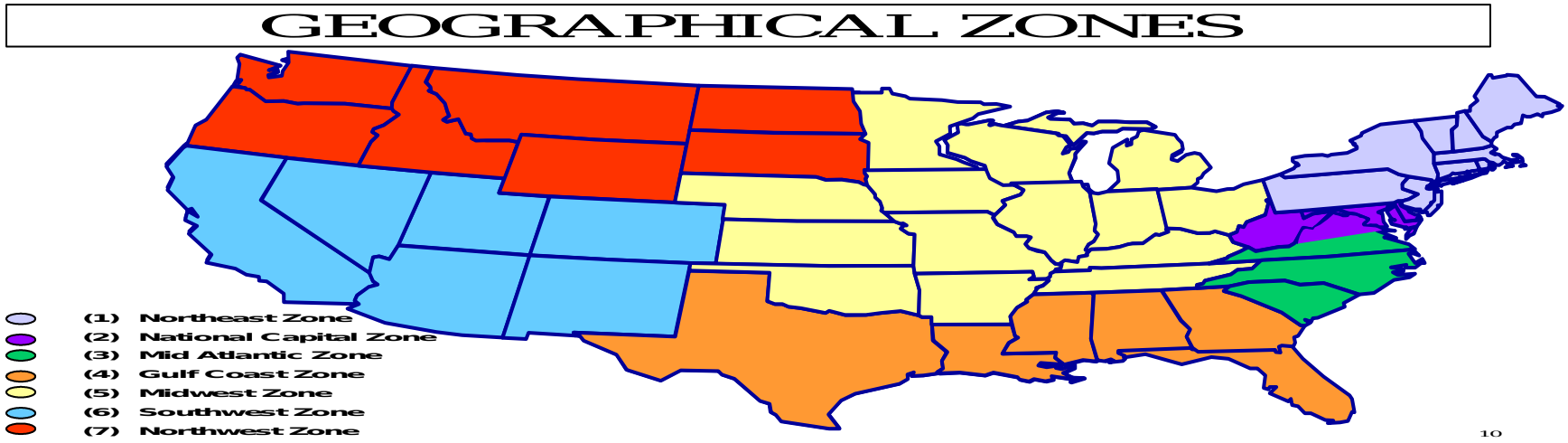
- **SEAPORT for NAVSEA/PEO Procurements**
  - All Bidders Won
  - 21 prime contracts
- **SEAPORT Enhanced (for NSWC/NUWC)**
  - Zone Concept in support of Product Area Directors
  - “All” Bidders Won
  - 146 prime contracts

SEAPORT- e Zones

- **Zone One – Northeast**
  - NUWC Newport
  - NSWC Philadelphia
- **Zone Two – National Capital**
  - NSWC Carderock
  - NSWC Dahlgren
  - NSWC Indian Head
- **Zone Three – Mid-Atlantic**
  - NSWC Dam Neck
- **Zone Four – Gulf Coast**
  - NSWC Panama City
- **Zone Five – Midwest**
  - NSWC Crane
- **Zone Six – Southwest**
  - NSWC Port Hueneme
  - NSWC Corona
- **Zone Seven – Northwest**
  - NUWC Keyport

Anteon Zone Managers by Zone

Zone	Name	Email	SBU	Phone
1	Mr. Larry Walters	LWalters@Anteon.com	SEG	401-849-5952
2	Mr. Joe Daniel	JDaniel@anteon.com	SEG	540-663-1112
3	Mr. Manny Lovgren	MLovgren@anteon.com	TSG	757-424-6311
4	Mr. Matt Miller	Matt_Miller@anteon.com	TSG	850-235-2424
5	Mr. Jim Huffman	JHuffman@anteon.com	ISG	937 254-7950



CONTRACT SUMMARY

- SeaPort Enhanced Contract to Provide Technical and Programmatic Support Services to NSWC and NUWC
- Indefinite Delivery/Indefinite Quantity Multiple Award Contract
- Awards – 98 Small – 47 Large – 1 NFP
- Emphasis on limits of “pass throughs,” max fees, volume discounts, guaranteed savings, and annual escalation.

CONTRACT SUMMARY

- Rolling Admissions – the Government reserves the right to annually review the SEAPORT~e Program and determine whether to add new contract holders
- If so, will involve a similar solicitation process
- Cost Type (CPFF/CPAF/CPIF) and Fixed price Task Orders permitted
- Time & Material and Labor Hour Task Orders not permitted
- Emphasis on Performance Based Orders
- Preference for Fixed Price Orders

Task Order Solicitations

- **Task orders will be solicited from the contract holders that are in the zone where the *principal part of the work* is to be performed.**
- **The zones solicited will not be based on the location of the warfare center activity contracting for the work.**
- ***Principal part of the work* effort will be determined by the Ordering Officer in the planning stage by analysis. The analysis will identify which zone is most likely to be where the primary part of the labor costs will be incurred.**

Performance Based SOWs

- Under SEAPORT~e Performance-based SOWs are to be used IAW stated DoD requirements
- Any non-performance-based orders require waiver approval prior to order placement
- Consent to use a subcontractor who is not part of the prime's team as specified in the basic contract is the responsibility of the task Gov't CO
- Authority to approve requests to add new subcontractors to an existing team is the responsibility of the Primary CO for Seaport-e

Task Order Requirements

- Task Orders may not be awarded for requirements that are not defined
- Task Orders may not be used as larger umbrella vehicles for work to be defined later.
- Therefore, task orders may not be issued as BPAs, BOAs, or ID/IQs.
- Technical Instructions may only be issued to provide further guidance on a defined scope of work and may not be used to direct or add work.

Technical Disciplines Supported

- R&D Support
- T&E Support
- Product Engineering, Systems Engineering and Process Engineering Support
- MS&S Support
- Program Analysis Support
- Prototyping, Pre-production, Model-Making and Fabrication Support
- System Design Documentation Support
- Technical Data Support
- S/W Engineering, Development, Programming and Network Support
- RM&A Support
- Human Factors Engineering Support
- System Safety Engineering Support
- CM/ILS Support
- QA Support
- Information Systems Development
- Information Assurance Support
- Ship Inactivation and Disposal Support
- Interoperability Issues Support Measurement Facilities, Range and Instrumentation Support
- Acquisition Logistics Support
- Supply and Provisioning Support
- Tests and Test Trials Support
- Training Support
- In-Service Engineering Support
- Fleet Introduction, Installation and Checkout Support
- Program Management Office Support
- Administrative Support

Small Business Parameters

- **Basic RFP issued on an unrestricted basis established:**
  - 33% to small business primes (measured in $)
  - 20% ($) requirement for large business to small business subcontractors
  - “Cascading” set-aside authority to the Ordering Officers with prior notice
- **Small Business Size Standard**
  - NAICS Code 541330
  - $23M average annual sales over the prior three years
- **Set-Aside Programs such as 8(a), HUB Zones, etc. are excluded**

Achieving Small Business Goals

- In concert with each activity's Deputy for Small Business, the NAVSEA Director for Small and Disadvantaged Business Utilization will monitor SEAPORT~e contract actions placed/planned against the SDB goals - both primes & subcontracting.
- Each activity's Deputy for Small Business and the relevant Zone Coordinator are collectively responsible to ensure that small business participation is maximized.

Anteon SeaPort Bids

Zones	1	2	3	4	5	6	7	Total
Review	2	1	2	3		1		9
No Bid	16	19	6	19	2	15	12	89
BID	3	8		15		2		28
Bid Prep		2		5		1		8
Gov't Eval		2	2		4		1	
9								
Won		1		5				6
Lost	1	3		1				5

06 CPAF

13 Cascading Small Business

14 FFP

106 CPFF

35 Small Business

126 Solicitations re

Back-Up

Large Business Primes

Allied Technology Group, Inc	Identix Public Sector (Alion Science Technology)
American Management Systems, Inc	Jacob Sverdrup Naval Systems Group, Inc
American Systems Corporation	John J. McMullen Associates, Inc
ANTEON Corporation	L-3 Communications Government Services
ARINC Engineering Services, LLC	Life Cycle Engineering, Inc
BAE Systems Applied Technologies, Inc	Lockheed Martin Integrated Systems, Inc
BearingPoint, Inc	ManTech Systems Engineering Corporation
BMT Designers and Planners, Inc	National Technologies Associates, Inc
Booz Allen Hamilton, Inc	Northrop Grumman Defense Mission Systems
CACI Technologies, Inc	Oceaneering International, Inc
CDI Marine Company	Perot Systems Government Services, Inc
Computer Science Corporation	Presearch, Inc
DCS Corporation	Professional Software Engineering, Inc
DDL Omni Engineering, LLC	Planning Systems, Inc
DRS Systems, Inc	Q. E. D. Systems, Inc
DTI Associates, Inc	Raytheon
Dynamics Research Corporation	Resource Consultants, Inc
EDO Corporation	SAIC AMSEC, LLC
EG&G Technical Services, Inc	Scientific Research Corporation
Engineering and Professional Services, Inc	Sonalysts, Inc
General Dynamics - AIS	Stanley Associates, Inc
General Physics Corporation	Technology Service Corporation
George G. Sharp, Inc	Titan Corporation
Gray Hawk Systems, Inc	VSE Corporation

Small Business Primes

21 Century Systems, Inc	ELS, Inc
AdapTech Corporation	Engineering Services Network, Inc
Advanced Acoustic Concepts, Inc	ENSIL International Corporation
Advanced Solutions for Tomorrow, Inc	Envisioneering, Inc
Advanced Technology and Research, Corp	Epsilon Systems Solutions, Inc
AdvantEdge Technology, Inc	Evolving Resources, Inc
AEGIR Systems	Forell Enterprises, Inc
AHNTECH, Inc	Future Technologies, Inc
AMEWAS, Inc	Gibbs and Cox, Inc
Applied Ordnance Technology, Inc	Global Technology Systems
Applied Physical Sciences Corporation	GLOTECH, Inc
Assett, Inc	Great Eastern Group, Inc
Basic Commerce and Industries, Inc	Group 81, Inc
BecTech, Inc	Gryphon Technologies, LLC
BMH Associates, Inc	J . L. Herren and Associates
Burke Consortium, Inc	HiPk, LLC
Columbia Research Corporation	HMR Tech
Computer Products, Inc	ICI, LLC
Delphinus Engineering, Inc	INDUS Technology, Inc
Delta Resources, Inc	Innovative Professional Solutions, Inc
DLS Engineering Associates, Inc	Integrated Consulting Services
Dynaflow, Inc	Integrits Corporation
EDSI, Inc	ITE, Inc

Small Business Primes

Jorge Scientific Corporation	Raydar & Associates, Inc
La Playa/LPI Technical Services	RDSI
Lloyd Lamont Design, Inc	Rite-Solutions, Inc
MAR Range Services, LLC	Resource Management Concepts, Inc
Matrix Engineers and Contractors, Inc	Richard Parks Corrosion Technologies, Inc
McLaughlin Research Corporation	Systems Application and Technologies, Inc
Micro Analysis and Design, Inc	Santa Barbara Applied Research, Inc
Millennium Engineering & Integration Company	Sea Corp
Mountain State Information Systems, Inc	SENTEL Corporation
MTC Services Corporation	Sim Ventions, Inc
NDI Engineering Company	Solutions Development Corporation
New Directions Technologies, Inc	Southeastern Computer Consultants, Inc
NOVONICS Corporation	Strategic Insight, Ltd
NTI Corporation	Summit Research Corporation
Oak Management, Inc	Synetic Solutions, Inc
OASIS, Inc	SYS Technologies
Ocean Systems Engineering Corporation	Systems Design & Analysis, Inc
Open System Sciences	Systems Engineering, Inc
Operational Research Consultants, Inc	Systems Engineering Group, Inc
ORBIS, Inc	Systems Integration & Management, Inc
PRIME, Inc	Systems Resource Management, Inc
Professional Analysis, Inc	Tech-Marine Business, Inc
Purvis Systems, Inc	TECNICO Corporation

Anteon

Small Business Primes

The Bishop Group, Inc	Technical Systems Integration, Inc
Thomas Associates, Inc	TSM Corporation
Technology Management Group, Inc	TWD & Associates, Inc
TRANDES Corporation	Williamson & Associates, Inc
TRI Star Engineering, Inc	Workflow Systems, LLC